SPARC Nominees Listed

The following suppliers have been nominated for SPARC awards (see story, p. 1):

SPARC Award Nominees

Children's Apparel
Elkay/Skyline; Garan; Avondale

Domestics
Cannon; J. P. Stevens; Louis Hand

Consumables
E. J. Brach; Hershey; Pepsi-Cola

Housewares (Nonelectric)
Corning; Rubbermaid; Anchor Hocking

Personal Care
General Electric; Conair; Clairol

Sporting Goods
Franklin; Coleman; Academy B'way

Ladies' Apparel
Playtex; Lloyds Sports; Bassett Walker

Automotive
Lee Filter; Union Carbide; Kraco

Health & Beauty Aids
Gillette (Personal Care); P & G; Maybelline

Jewelry
R. N. Koch; K & M; Catamore

Photography
Kodak; Polaroid; Canon

Stationery
Mead; 3M; Papermate (Gillette)

Men's Apparel
Blue Bell (Wrangler); Williamson-Dickie; Union Underwear

Consumer Electronics
General Electric; Panasonic; Soundesign

Hardware
Hirsh Company; G. E. Lamp; Formby's and Stanley (tie)

Lawn & Garden
Colorite; Melnor; Kingsford

Small Electrics
General Electric; Mr. Coffee; Proctor-Silex

Toys
Mattel; Fisher-Price; Tomy

May Sales

(Continued from page 3)

come was up 5.1%, to $486,000 in its first quarter. Sales increased 3.5%, to $40.4 million.

Although many chains managed to prosper despite the poor economic conditions, many did not.

S. E. Nichols posted a net loss for the first quarter of this year, although it was smaller than the quarterly loss of a year ago.

Despite a 10.5% sales increase, Heck's quarterly income declined 95.9% from last year.

Fred Haddad, Heck's chairman, blamed the recession and bad weather for his company's poor showing.

Zodys was also hurt by the economy. First-quarter sales for HRT Industries, of which Zodys did 75%, were up 24% over last year's first quarter, to $95.6 million. But the company suffered a net loss of $720,000 for the period.

Demand For Disc Camera Exceeds Supply

(Continued from page 3)

Most discounters, analysts and even Kodak management agree that the sales momentum will quickly shift to the 4000 series, which many, like Pay Less, are pricing at $53 everyday and $48 on ad.

Kodak's director of sales Dennis McGrew predicted the 4000 will be particularly strong in the fourth-quarter gift-giving season.

By that time, Kodak could be facing competition.

Several other pocket camera manufacturers have said they would enter the disc market, with Continental leading the pack. That company predicts it will go into production and start shipping its own, less-expensive disc cameras this month.

A Continental spokesman said the company has written $5 million in initial orders with a dozen accounts.

Continental unveiled its prototype at the recent Las Vegas photo show, and had originally projected that its units would be on the market to coincide with Kodak's debut.

Continental expects to start production of a Disc-O-Matic 401, with suggested list price of $59, and a Disco-O-Flash 201, with a list of $44.50. Both would use Kodacolor HR 15-exposure disc film.

Market observers and discounters, despite Continental's optimism, don't believe they will see the entries until late 1982 or early 1983.

"We'll believe it when we see it," said Prange-Way's Dankwardt.

Security analyst Brenda Landry of Morgan Stanley is in agreement.

"Continental may be in by late fall, but I don't expect to see any real competition until the Japanese come in, which will probably not be until 1983."

Even if Continental's discs hit the market by September or October, many buyers like ALCO's Milner said it would be too late in the year to commit to the secondary offering. Milner does, however, expect to pick up a disc knockoff in 1983.

CE Buyers: Decisions, Decisions

(Continued from page 1)

Commodore debuted its Max system, with a suggested retail of $179. In VCRs, manufacturers like Sanyo dropped prices by 16%.

In audio, price slashes were more evident in a market whose sales have been estimated at 10% to 20% below those of a year ago.

Sony trimmed prices of its original personal portable stereos (while introducing the next generation of Walkman products) and offered more features for the same price on other audio cassette products of a year ago.

In calculators, buyers like Gold Circle's Jim Harrison found "almost a blood bath" in price reductions by manufacturers competing in the saturated marketplace.

Cuts were even evident, though minor, in the burgeoning new area of cordless telephones. Several chains, including Gold Circle, will be expanding the telephone category with a cordless unit under $120, they said.

But optimism over price reductions was tainted with reality.

In calculators, Harrison observed, "Anytime you see these kinds of reductions, you know somebody's sitting on some inventory."

A spokesman for Emerson, which made price drops in selected lines of its audio, admitted softened sales led to the drops.

"We know the buyers we're seeing don't have unlimited open-to-buy," the spokesman said. "We're seeing them buy based on need.

Emerson committed to a new video game line this year to diversify.

And, manufacturers like Emerson were adding to the dilemma buyers faced in investing open-to-buy dollars.

"You can't carry all the game cartridges, but we've had to look at them all and decide which companies offer the best ones," said Cook United's Lehman.

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Discounters at Housewares Show NHMA

Eye Fatter Sales Slice: Pp. 17-53

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Discount Store News®

THE NEWSPAPER OF THE DISCOUNT DEPARTMENT STORE INDUSTRY

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Discounters Predict Tax Cut Will Aid Upturn in 2nd Half

Nationwide DSN Report

The second round of Reagan tax cuts, to go into effect this month, continues to boost discounters' hopes for finishing with a second half stronger than the first half.

But even with the predicted upturn in the economy—and recent signs of an improved Gross National Product (GNP) and a stabilizing unemployment rate—no one is going out on a limb and predicting he can surpass original projections.

Nor is there optimism that there will be a return to a Christmas selling season that used to begin after Thanksgiving.

Many chains originally predicted 12%-18% increases in sales for the year. Most, including Wal-Mart, planned for a poor first half and a stronger second half.

Wal-Mart is sticking to its projection of ending the year with $3.4 billion in sales, up 42% from the last fiscal year, on a store base expanded from 330 to 502 at presstime.

Increased Sales

Showing advances of 53.4% in sales in the first quarter and 56% in May compared to a year earlier, Wal-Mart wasn't displeased with its performance for the first four months of the fiscal year, but noted sales of warm weather goods were off.

"Our plans for the second half are still strong," said David Glass, executive vp of finance for Wal-Mart. "We expect the July tax cuts to have more effect than the tax cuts last fall."

Wal-Mart is particularly optimistic because there are signs of stabilization of unemployment in its trading areas, Glass noted.

Unemployment is still a growing problem in Murphy's Mart's home area of Pittsburgh, but that discounter is also banking on relief from the new tax cuts.

"We think things should pick up in the third and fourth quarters," said parent G. C. Murphy's president C. H. Lytle.

"Figures we see indicate inflation is slowing faster than incomes are increasing, so real income should be higher. Couple that with tax cuts, which I understand will free up about $36 billion, and the picture looks brighter."

Murphy's Mart's sales in May were up 16.5% compared to a

(Continued on page 66)

With the influence of its American discounting consultant K mart showing, Daiei, a Japanese retail/service conglomerate, opened its first D mart discount store this spring on a major artery two hours north of Tokyo.

1st D mart Bows in Japan; Reflects K mart's Savvy

This is the first in a series of articles on discounting abroad that DSN will run from time to time.

TOKYO—They finally decided on D mart.

"We wanted to call it K mart," said Joji Ishijima, general manager of Daiei's liaison office in New York, noting that his company has gained a great deal of knowhow from the United States retailer. "But, that name was already taken in Japan, even though it's not all that familiar to Japanese consumers."

This spring, about 18 months after signing an agreement with K mart to obtain knowledge and assistance, Osaka-based Daiei, Japan's largest retail group, opened an experimental D mart on a national highway about two hours north of Tokyo.

(Officials at K mart refused to reveal the full scope of the agreement. They would only acknowledge that a number of Daiei personnel have been

(Continued on page 61)

High-ticket, Multiple-Sale Biz

Chains Choreograph Dancewear Entry

By MARILYN NEERMAN

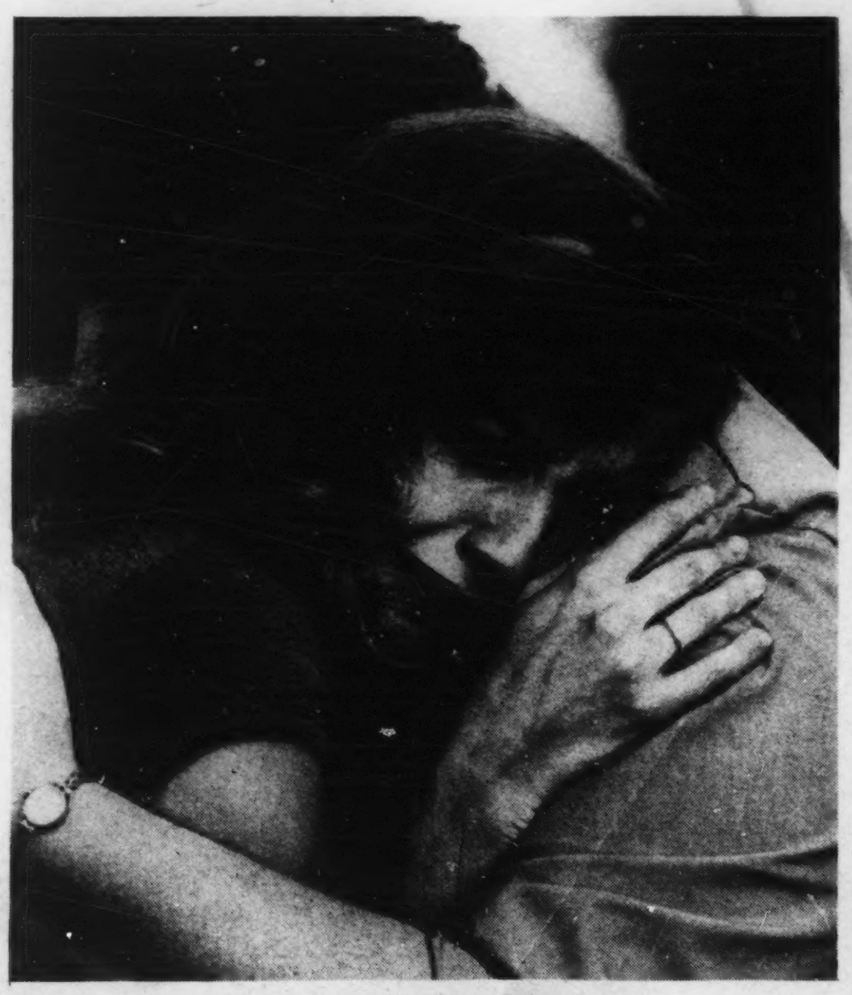
After a year of watching the dancewear category build among the department stores, discounters are now choreographing their entry into the category for fall.

With the wardrobe-building aspect part and parcel of dancewear—leotards, plus coordinating tights, legwarmers, headbands, skirts, shorts, coverups, et al—discounters are obviously anxious to get a chunk of this high-ticket, multiple-sale business.

Richard Jolosky, senior vice president of Miami-based Jefferson/Ward, said the chain is planning a bigger dancewear push for fall. Part of hosiery, dancewear will be a feature area in the department, taking 10%-15% of hosiery's square footage. Overhead graphics will designate the area, giving it a shop look.

"We plan to promote this area a good deal for back-to-school. Right now, we have our first deliveries planned in black ground stripes, but we're looking at a lot more fashion goods for later delivery. Our plan is to stock and cross-merchandise some fleece-backed sweats with

(Continued on page 66)



Cry Havoc

Fearing the worst, Meijer's Thrifty Acres employee Sheila Ostrow cries on the shoulder of co-worker Marie Hunt, as three bandits held nine employees, including Ostrow's sister, hostage during a hold-up attempt in Roselawn, Ohio. Fire also hit Meijer, as well as K mart, which lost a court case in addition, last month. Stories, p. 3. *(Photo by Bruce Crippen)*

A Clock Whose Time Has Come

Discounters are racking up huge unit sales on tiny digital clocks that consumers buy to "stick anywhere."

Colorful plastic encased clocks the size of a half-dollar are proving a huge success at Jamesway, Caldor, Heck's and Danners, to name a few.

(For other housewares stories, see special Housewares Show section, starting p. 17.)

Already this year Caldor is reported to have moved 10,000 pieces in three days and a cataloger, Consumers Distributing, reported selling 4,500 clocks in five days.

The import tax on the clocks was cut by over 85% this

(Continued on page 61)

Digest July 12, 1982

HARDWARE

- **Chain buyers debate going to higher-ticketed PVC-weave lawn** and patio sets to replace low-end, wooden picnic ensembles. (p. 11)
- **Planogramming comes to Magic Mart's hardware department** as the Arkansas-based chain continues its storewide merchandising reorganization. (p. 11)

H&BA

- **Discounters say two hair care categories—hair spray and hair** accessories—will make the list of back-to-school sales gainers. (p. 15)

HOUSEWARES

- **With prices up and service down at their department store** competitors, discounters say the time is ripe to increase their market share in housewares. They'll be shopping the summer Housewares Show accordingly. An in-depth look at the category begins on page 17.

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HARDWARE

$ Rank	Item	Unit Movement	Average $ Retail	Total $ Movement
	ELECTRICAL WIRING			
1	Carol Cable 16/2 100-ft RD orange U/L	1,467	16.99	15,688,728.00
2	Electripak MOC6C 6-outlet power cen	1,205	19.99	13,068,225.00
3	MANCO ¾ x 60-ft PVC U/L electric	61,577	0.59	36,330.43
4	Cable Elec 58510 Clamp-on light W/S	4,796	6.99	35,524.04
5	Intermatic D111 Time-All timer	1,954	9.99	19,520.46
6	Carol Cable 4788 3 to 2 Adapter	13,794	0.99	13,656.06
7	Leviton 6101 Night Lite ivory	5,560	2.19	12,176.40
8	Carol Elec 6-ft Polar extension cord brown	8,170	1.49	12,173.30
9	Colton E100 E-Z cord control	3,449	2.79	9,622.71
10	Cable Elec 25-ft 18/3 Work Lite MTL	891	10.99	9,792.09
11	Lutron DR60CRS Dimmer rotary ON	1,642	5.29	8,686.18
12	Carol Elec 6-ft Polar extension cord white	5,776	1.49	8,606.24
13	Lutron DR600PS dimmer push On/O	1,306	6.29	8,214.74
14	Thyrocon XL150 Lamp socket dimmer	1,028	7.99	8,213.72
15	Thyrocon XP150 electric eye lite	974	7.99	7,782.26
	SEASONAL ITEMS			
1	Thermwell P24 90-ft soft rope caulk	779	2.89	2,251.31
2	Stanley SP1318-22 white CC foam	841	2.18	1,841.79
3	Stanley SP1318-22 brown CC foam	761	2.19	1,666.59
4	Thermwell R85 ¾ x 25-ft felt tape	1,152	1.39	1,601.28
5	Thermwell P14 30-ft rope caulk	952	1.29	1,228.08
6	Thermwell AC42 In A/C foam strip	1,057	0.99	1,046.43
7	Thermwell S258/ 17-ft felt with strap	1,453	0.69	1,002.57
8	Stanley SP1301 alum/vnl door bot	510	1.79	912.90
9	Thermwell VA17 alum/vnl 3-piece door	75	7.29	546.75
10	Thermwell FV15 2 x 15-ft pipe insulation	192	2.59	497.28
11	Thermwell R534 ¾ x 10-ft rubber tap	192	2.59	497.28
12	Thermwell AC2 18 x 16-in A/C cover	110	3.59	394.90
13	Thermwell A56/36 alum/vnl dr BTM 21	48	5.79	277.92
14	Thermwell G9 9-ft garage door kit	48	5.49	263.52
15	Thermwell EW 17 17-ft wood/vnl door	62	4.19	259.78

$ Rank	Item	Unit Movement	Average $ Retail	Total $ Movement
	PLUMBING			
1	Sterling Kitchen faucet single w	250	55.99	13,997.50
2	Sterling Economy Kitchen faucet	580	20.99	12,174.20
3	Sterling Kitchen faucet twin w	244	45.99	11,221.56
4	Melard Toilet tank repair	1,120	8.99	10,068.80
5	Sterling Kitchen faucet twin	278	33.99	9,449.22
6	Sterling Kitchen faucet single	201	43.99	8,841.99
7	Melard Super plunger	1,884	4.59	8,647.56
8	Sterling Economy bath faucet	486	15.99	7,771.14
9	Melard Shower head with flow A	608	9.99	6,073.92
10	Melard 6-in Force cup W/21	3,672	2.19	8,041.68
11	Melard 6-ft Washing machine	1,194	4.99	5,598.06
12	Melard Executive shower head	756	5.99	4,528.44
13	Melard 11/12-in J-bend kitchen	735	5.79	4,255.65
14	Sterling Bath faucet twin w	105	37.99	3,988.95
15	Melard 25-ft Canister auger	317	11.99	3,800.83
	HAND TOOLS			
1	Stanley 33116 16-ft Powerlock tap	1,820	13.99	25,461.80
2	Stanley 62407 6-piece Thrifty SDS	4,753	4.99	23,717.47
3	Stanley 33212 12-ft Powerlock tap	1,796	8.99	16,146.04
4	Stanley 15308 26-in 8-pt Crosscut	1,142	11.49	13,121.58
5	Arrow T50 Staple gun tacker	565	21.99	12,424.35
6	Stanley 70081 21-in Bow saw	1,452	8.49	12,327.48
7	Stanley 10099 Retractable knife	2,862	4.19	11,991.78
8	Stanley 51616 16-oz Claw hammer	1,608	7.29	11,722.32
9	Stanley 10039 Mitey-knife key chain	5,050	2.19	11,059.50
10	Arrow JT21 Junior staple gun	918	11.99	11,006.82
11	Stanley 11921 Heavy-duty utility blades	5,940	1.79	10,632.60
12	Fuller 1374 6-piece Comb wrench set	1,009	9.99	10,079.91
13	Sequatchie 36-in Sledge hammer handle	1,970	4.99	9,830.30
14	Stanley 15350 26-in 8-pt Crosscut	1,072	8.99	9,637.28
15	Bernz UL100 Prom torch kit/cy	660	14.49	9,563.40

Source: Hardware Distributors, Secaucus, N.J. Figures cover April 1-30, 1982.

Specials Aid Name-Brand Hand Tools

Name brand tools and seasonal sellers lent strength to the hardware business this spring, according to Marvin Deneroff, executive vice president, Hardware Distributors, Secaucus, N.J.

The firm, which services 350 stores including 141 discount stores in 20 states east of the Mississippi, supplied the accompanying Product Movement Audit. The figures cover April 1982.

Electrical wiring devices have been enjoying a strong seasonal business.

Items like PVC (polyvinyl chloride) tapes, night lights, timers and dimmers have all been performing very well, noted Deneroff. The category assortment has been expanded by 10% to 15% since last year.

"This is a building category, in part because of its adaptability as a register tip and/or endcap promotional item."

Unit sales in the hand tool category are "on a par with last year," Deneroff said, noting there was continuing evidence reflected in the audit charts that consumers were trading up.

"Hand tools are a good category right now," he said, "strengthened by their popularity as promotional items." Manufacturer's advertising and co-op allowances have really paid off, he added.

"More than ever the consumer is coming in and asking for a specific manufacturer's product," he said. "At one time we sold more products from Fuller, for example. Now you can see that 10 of the top 15 items on audit are from Stanley.

"We always sold tapes and screwdrivers for promotions, but now they are mostly from Stanley. They give us specials and we pass them along."

AHMA Expands Convention Staff

SCHAUMBURG, Ill.—The American Hardware Manufacturers Association has expanded and realigned its convention staff, according to William Farrell, executive director of the association.

Heading the list of new people with the association is Patricia A. Barbaj, who has been named manager of conventions and conferences. Previously, Barbaj was assistant vice president for meetings and committees with the Financial Managers Society for Savings Institutions.

Up the Ladder

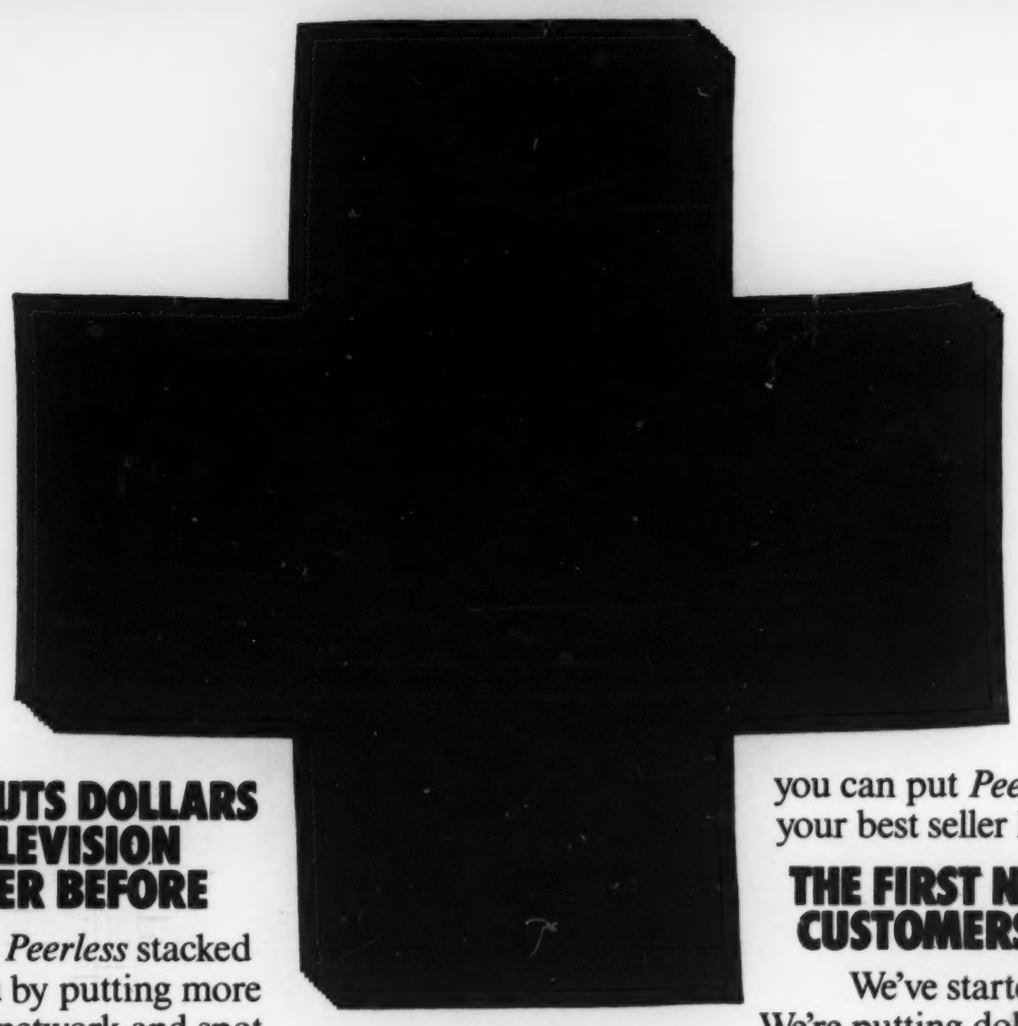
Joy A. Licina has been named assistant manager of conventions and conferences. Previously, Licina was a legal secretary.

John U. Baker, who was named manager of member services, had worked for *Hardware Merchandiser* magazine as associate editor.

Rounding out the list are W. Barry Moore, the head of the computer services department, and Kathryn L. Shank. Both had been in other positions in the association.

ANOTHER PEERLESS® PLUS

HOW PEERLESS® AD DOLLARS STACK UP AGAINST THE COMPETITION



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*1981 Peerless Faucet Co. Consumer Tracking Study.

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HOUSEWARES

PRODUCT MOVEMENT AUDIT

Trading Up Harder But Still Goal

By JERRY FALK
Executive Vice President, Bacar, Distributors

The sluggish economy caught up to the West Coast in 1982, creating a tough first half for many discounters.

Unsure of what's around the corner for the economy, the chains are planning to go into the second half with inventory positions as lean as possible. The mood on the Coast isn't gloomy, but it is very cautious.

For the past few years, with interest rates at high levels, discounters have tended to buy merchandise closer to the time of need and rely on distributors more heavily for replenishments. Continuing high interest rates, plus customers' tightening of their purse strings, have accelerated discounters' leaning on the distributors for a better stock turn.

One area in which the chains are being very cautious is in big-ticket items. All higher-priced merchandise is being carefully scrutinized for the value it represents to customers.

Trade-up Problems

At the same time, the economy notwithstanding, most discounters are attempting to trade up to bolster their margins and remove themselves, as much as possible, from depending on highly price-competitive merchandise. This balancing act, always part of the retail business, becomes trickier in a rough economic climate.

The search for saleable upscale merchandise brought more discounters than ever out to the San Francisco gourmet show. For the most part, they were buying more inspiration than merchandise. But, the turnout of discounters was evidence of their tradeup objective. Improvement in the economy could quickly open the door to higher-priced goods on discounters' shelves.

The first half of the year was also soft for housewares manufacturers. This means they should be offering a number of good specials and promotions during the Housewares show.

This Product Movement Audit covered the period of January through the end of April. Like past reports, it showed that Corning's Dimension IV dinnerware led the pack in the tabletop classification.

Cinnamon, the color that was the top seller in 1981, is still leading in 1982. Next in line is slate, a late 1981 introduction, followed by almond and citrus.

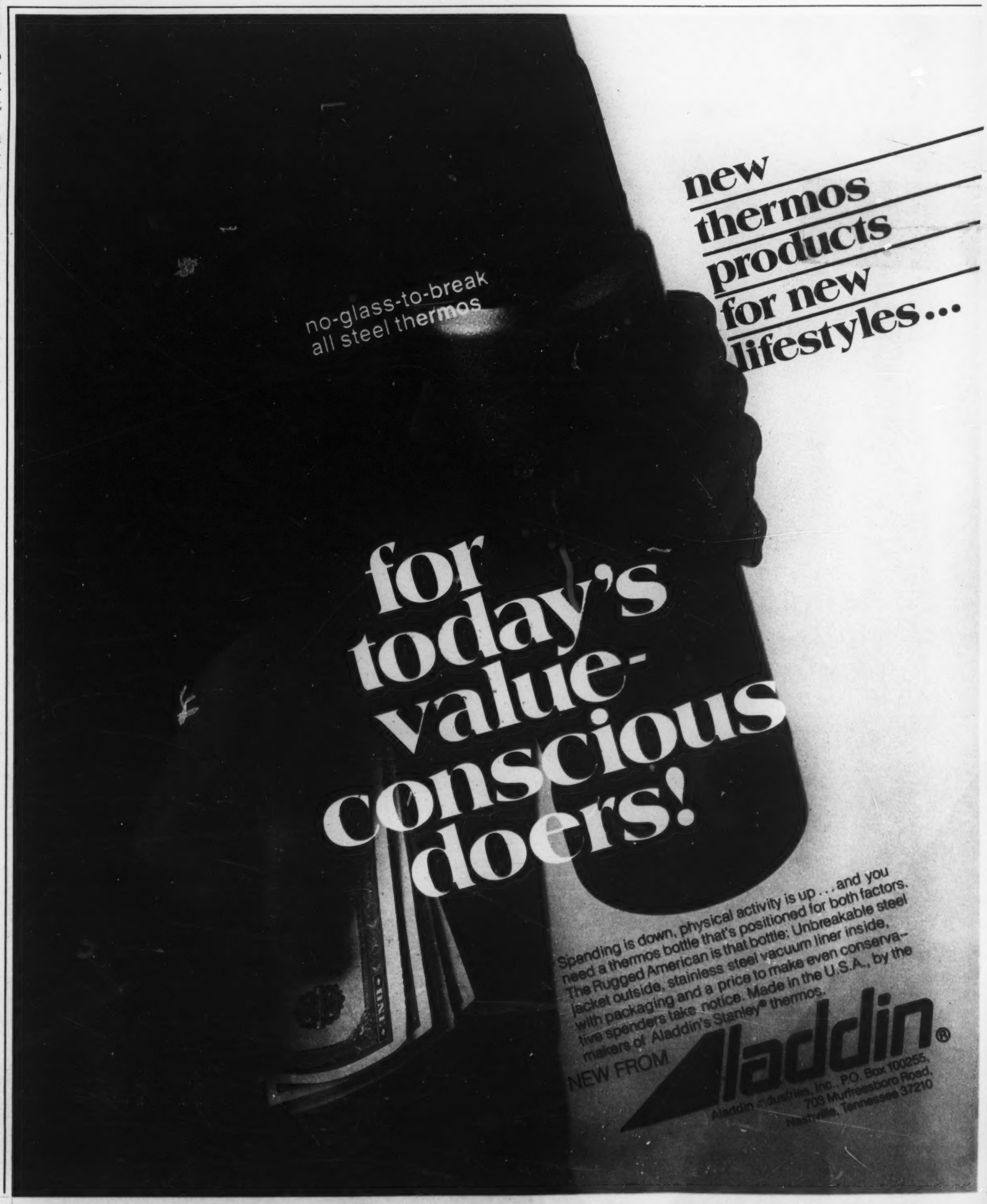
Expressions 20-pc. sets continue to outsell the opening-

(Continued on page 22D)

$ Rank	Item	Unit Movement	Average $ Retail	Total $ Movement
	TABLETOP			
1	3216-32 Dimension IV 16-pc set, cinnamon	619	44.99	27,848.81
2	3216-34 Dimension IV 16-pc set, slate	516	44.99	23,214.84
3	3216-33 Dimension IV 16-pc set, almond	505	44.99	22,719.95
4	3216-31 Dimension IV 16-pc set, citrus	440	44.99	19,795.60
5	2020-12 Expression 20-pc set, Indian Summer	272	67.49	18,357.28
6	2020-7 Expression 20-pc set, Wild Flower	269	67.49	18,154.81
7	16-N Corelle 16-pc set, white	442	34.19	15,111.98
8	41 Corelle med bowl, white	1,194	11.69	13,957.86
9	2020-13 Expression 20-pc set, Meadow	194	67.49	13,093.06
10	16-4 Corelle 16-pc set, gold	380	34.19	12,992.20
11	110 Corelle large plate, white	983	12.14	11,933.62
12	16-1 Corelle 16-pc set, green	316	34.19	10,804.04
13	16-6 Corelle 16-pc set, Woodland	305	34.19	10,427.95
14	108 Corelle med plate, white	954	10.79	10,293.66
15	7200181 Durand Rosaline 16-pc Hostess set	455	22.50	10,237.50
	GLASSWARE			
1	190/489 Anchor Hocking 1-gal sun tea jar	5,166	4.14	21,387.24
2	515 Libbey Citation 6-1/2-oz tall wine	2,304	6.93	15,966.72
3	3033099 Drnd Spr Nblss, 12-oz Savoie wn, 6 pk	1,068	13.05	13,937.40
4	3033057 Durand, S/N, 12-3/4-oz Blln wine, 6 pk	986	13.05	12,867.30
5	151 Anchor Hocking stor jar w/wood lid 1-liter	2,969	4.05	12,024.45
6	3033073 Durand S/N, 13-oz, Cuvee wine, 6 pk	920	13.05	12,006.00
7	8006371 Durand 10-oz clear mug	8,412	1.17	9,842.04
8	519 Libbey Citation stem goblet	1,403	6.93	9,722.79
9	153 Anchor Hocking stor jar w/wood lid 2-liter	1,948	4.95	9,642.60
10	516 Libbey Citation 6-1/2-oz round wine	1,187	6.93	8,225.91
11	300-6 Twilight oil lamp Early American	925	7.64	7,067.00
12	682 Libbey Citation white wine 11-oz	1,018	6.93	7,054.74
13	904 Libbey Chivalry bev, 4 pk	1,305	4.95	6,459.75
14	608 Libbey beer stein 12-oz	2,382	2.70	6,431.40
15	319-2 Twilight oil lamp Pewt Jefferson	618	10.34	6,390.12

$ Rank	Item	Unit Movement	Average $ Retail	Total $ Movement
	COOKWARE			
1	M169743 Mirro 7-pc set SilverStone, almond	759	62.95	47,779.05
2	2701 Revere 2-1/3-qt teaktl ss/cb	2,439	17.55	42,804.45
3	37051 T-Fal 7" skillet, rouge	5,860	7.18	42,074.80
4	M076743 Mirro 2-pc skilt st SilverStone, almt	1,104	26.95	29,752.80
5	3501 Revere 3.5-qt teaktl ss/cb	1,146	23.40	26,816.40
6	1121 Revere 6-cup teaktl ss/cb	1,640	15.75	25,830.00
7	64100 Ekco b/s 15 x 10 cookie sheet	6,923	3.50	24,230.50
8	3321 Dawo copper bell teaktl dlft handle	1,428	16.20	23,133.60
9	CKU809 Dawo copper 5-pc kitchen tool set	805	25.20	20,286.00
10	9521 AB&I c/iron chick fry w/lid	1,185	17.09	20,251.65
11	64330 Ekco b/s 9 x 13 oblong cake pan	5,445	3.50	19,057.50
12	3137 CM low fat broiler, large 13 x 9	3,347	5.66	18,944.02
13	2252-2 Revere 2-qt sign teaktl copper	670	27.90	18,693.00
14	51199 Nordic 12-cup formed bundt, asst	2,244	7.64	17,144.16
15	64110 Ekco b/s 17 x 11 cookie sheet	4,234	3.95	16,724.30
	CORNING			
1	F-370-S French White 10-pc Hostess set	435	74.69	32,490.15
2	F-21 Roaster, French White	1,266	24.74	31,320.84
3	A300-8S Starter Set, Spice	524	50.39	26,404.36
4	A-300-7 Kitchen Starter Set, Wildflower	492	50.39	24,791.88
5	A-300-8 Starter Set, Spice	480	50.39	24,187.20
6	F-8 Pie Plate/quiche, French White	2,395	8.99	21,531.05
7	F-5-S 1-1/2-qt cvrd rnd cssrl, Frnch Whi	1,115	17.09	19,055.35
8	F-4-S 2-1/2-qt Open oval cssrl, Frnch Whi	1,116	16.65	18,581.40
9	A300-7S Starter set, Wildflower	358	50.39	18,039.62
10	F-2 2-1/2-qt Oval casserole w/lid, white	913	19.34	17,657.42
11	F-3 10" Pie/quiche, white	1,300	11.69	15,197.00
12	A-500-8N Chef Master set, Spice	166	85.49	14,191.34
13	F-1 2-1/2-qt Round casserole w/lid, white	677	19.34	13,093.18
14	A130-7S 6-pc Set, Wildflower	383	33.75	12,926.25
15	A130-8S 6-pc Set, Spice	376	33.75	12,690.00

(Continued on page 22D)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